

Workplan Logistics

I. Selling/Execution DetailMonth: AprilPromotion: DORAL \$1/2 PacksPromotion #: 800220Item #: 540890, 540881 (POS)Segment: Partners Supermarket OutletsSKU Quantity: 40Placement/MSA Reporting: DOR APR \$1/2 PKSReporting Dates: 4/6/98 - 6/12/98

Promotion Details:

- 1) Promotion Description - DORAL supermarket pack promotion \$1/2 packs will be pre-sleeved in Winston-Salem. Promotional product will be in white cartons.
- 2) Materials Description - #540890 - 24" Package Merchandiser Card (1/SKU) #540881 - POS Card (1 SKU)
- 3) Recommended Displays - RJR Promotional Pack Platform

Pricing Details:

- Invoice Description: DORAL \$1/2/Pks
- Pricing: Reduced list price.
- Terms: Standard 3.25%. .5% EFT.
- Additional Allowance: N/A

Promotional Packaging UPC: 12300-24695Case/ Product UPC: 28- 25178 - DORAL Lts Mthl 100 28- 25183 - DORAL Lt Box 10028 - 25179 - DORAL Ult Lts 100 X 25180 - DORAL Box 8328 - 25182 - DORAL Box 100 X 25181 - DORAL Lt BoxWhite Carton/Product UPC: ✓12300-25161 - DORAL Lts Mthl 100 ✓12300-25166 - DORAL FF Box 100✓12300-25163 - DORAL Ult Lts 100 X12300-25167 - DORAL Lts Box✓12300-25165 - DORAL Lts Box 100 X12300-25168 - DORAL FF BoxVAP Payment Per 6M Case: No special VAP packing required. Normal tax stamping allowance only.II. Promotion TimingAllocations Available: 1/12/98Model Available: N/AAllocation Adjustments to Model: N/ATemplates Available: N/AValued-Added Transfer Deadline: N/AFirst Order Date: 3/2/98First Delivery Date to Direct Accounts: 3/23/98VAP/Delivery Date to Retail Accounts: 4/20/98 (may be worked earlier if feasible)Last Delivery Date to Direct Accounts: 5/4/98Roll Remaining Allocations to National/Clean-Up: 5/11/98

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